

Message Text

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PAGE 01 DOHA 00805 061106Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 060955Z JUL 75

FM AMEMBASSY DOHA

TO 3;SECSTATE WASHDC 0644

USDOC WASHDC

UNCLAS DOHA 0805

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: MAJOR PROJECT: UMM SAID POWER STATION AND DESALINATION
PLANT

REF: DOHA 0645

1. REFTEL REPORTED THAT GE AND WESTINGHOUSE WERE INCLUDED
ON LIST OF FIRMS INVITED TO BID ON 400 MW UMM SAID STEAM
POWER PLANT. FIRMS ARE REQUIRED TO OFFER SINGLE COORDINATED
BID FOR POWER PLANT, MECHANICAL AND CIVIL WORKS AND DESALINATION
EQUIPMENT. BID DEADLINE IS SEPTEMBER 1.

2. WE HAVE HEARD THAT WESTINGHOUSE HAS DECIDED NOT TO BID ON
PROJECT. IF TRUE, WE FIND THIS SURPRISING SINCE WE HAVE BEEN
TOLD IN PAST BY WESTINGHOUSE REPS THAT THEY WOULD BE VERY
INTERESTED IN TURNKEY PROJECT THAT WOULD PROVIDE OPPORTUNITY
FOR BOTH POWER AND DESALINATION SYSTEM MANUFACTURED BY COMPANY.
REQUEST USDOC CHECK WITH WESTINGHOUSE AND ADVISE US WHETHER
OR NOT FIRM IS PURSUING PROJECT.

3. GE REGIONAL REP TOLD US RECENTLY THAT COMPANY IS CONSIDERING
POSSIBILITY OF CONSORTIUM ARRANGEMENT WITH SUPPLIER OF
DESALINATION EQUIPMENT AND CIVIL/MECHANICAL CONTRACTOR ALTHOUGH
GE HOME OFFICE HAS NOT MADE FINAL COMMITMENT TO BID.

4. IF US COMPANIES LESS THAN ENTHUSIASTIC ABOUT PROJECT,
FOREIGN COMPETITORS SEEM TO BE WASTING NO TIME. WE INFORMED
THAT ALL-BRITISH GROUP CONSISTING OF GEC (POWER/SYSTEM),
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WEIR WESTGARTH (DESALINATION EQUIPMENT), AND BABCOCK AND

WILCOX (CIVIL AND MECHANICAL WORK) PURSUING PROJECT
ACTIVELY AND HAVE ALREADY MADE SEVERAL VISITS TO DOHA FOR
SITE SURVEY AND MEETINGS WITH GOQ OFFICIALS.

5. REFTTEL REPORTED OUR HOPE THAT TURNKEY APPROACH WOULD PROVIDE
OPPORTUNITY FOR US FIRMS TO MAKE SUCCESSFUL OFFER. UNLESS GE
OR WESTINGHOUSE PRODUCES A MAJOR EFFORT IN THE VERY NEAR FUTURE,
IT APPEARS THAT WE WILL NOT EVEN BE IN THE RUNNING THIS TIME.
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